

majority is wheat and grain. It is rather interesting to note that because of the traffic mix there was a decrease in grain shipments and I would ask Mr. Gordon this question: was the decrease in grain shipments the thing that altered the tonnage mix so that you did not make as much revenue?

Mr. GORDON: You are talking here about net revenue. I shall start again. You are comparing here the 1959 tonnage against the 1960 tonnage, and you are talking about a decrease in agricultural products.

Mr. HORNER (*Jasper-Edson*): No, I am talking on page 23, which shows a decrease of 9.8 per cent in the tonnage of agricultural products. It is not the same comparable chart as it was in 1959 and before that. The majority of that was wheat and grain?

Mr. GORDON: Yes. What is your point?

Mr. HORNER (*Jasper-Edson*): My point is simply that you claim the change in traffic mix was one of the reasons your revenue has decreased?

Mr. GORDON: That is right.

Mr. HORNER (*Jasper-Edson*): I am simply showing that if there was a change in the traffic mix, if it was a change in the traffic mix which caused a decrease in your revenue, this is due to the fact you are not hauling as much grain as you usually do.

Mr. GORDON: We are talking about two different things. We are talking about comparisons between the C.N.R. and C.P.R. and you are talking about something different.

Mr. SMITH (*Simcoe North*): Are we off the C.P.R. now?

Mr. GORDON: If we are talking now purely about our own situation, the table on page 23 shows that mining products went down very substantially.

Mr. HORNER (*Jasper-Edson*): Percentagewise?

Mr. GORDON: But it is tonnage we count on for the amount of dollars we get.

Mr. HORNER (*Jasper-Edson*): I was pointing out, on these recent figures you gave a moment ago, where the decrease was, and most of the decrease was in the shipments of grain.

Mr. GORDON: Certainly our grain revenues went down, but I do not see what bearing that has on the point you are making.

Mr. HORNER (*Jasper-Edson*): The point I am making is that you claim the change in the traffic mix had a lot to do with a decrease in your revenues.

Mr. GORDON: Compared to the C.P.R.

Mr. HORNER (*Jasper-Edson*): Yes.

Mr. GORDON: Perhaps the best way to tell the story is to give the actual figures.

Mr. J. L. TOOLE (*Vice-President, C.N.R.*): I was going to point out the revenue from western grain, which moved at statutory rates, decreased only 200,000 tons in the year. While there is a drop in the number of tons, the decline in revenue was small and this therefore affected the traffic mix. This has come about in other products as well.

The CHAIRMAN: What was the drop in minerals, iron ore and coal?

Mr. GORDON: Coal was down about 15 per cent, about 1,220,000 tons.

The CHAIRMAN: What about iron ore?

Mr. GORDON: It went down about 398,000 tons in the mining products drop.

Mr. TOOLE: That is the decrease in tonnage not in dollars.

Mr. GORDON: The decrease in tonnage,—and this may shock you,—was 2,560,317 in mine products and in the agricultural products it was 1,473,915. Have you got the dollar figures, for these groups?

Mr. TOOLE: No.